

Message Text

UNCLASSIFIED

PAGE 01 SOFIA 00104 171555Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 OC-06 CCO-00 /026 W
-----171624Z 067270 /53

R 171431Z JAN 77
FM AMEMBASSY SOFIA
TO USDOC WASHDC
INFO SECSTATE WASHDC 2248
AMEMBASSY WARSAW

UNCLAS SOFIA 0104

FROM PIGGOT FOR BEWT/TPD/TDAD
COMMERCE PASS BEWT/TPD/BTHOMPSON/RBECKHAM CHECK
WITH TDAD/CLUCYK
WARSAW PLEASE PASS ALEX HERTZBERG/USTDC

E.O. 11652: N/A
TAGS: BEXP, BU
SUBJECT: AUTOMATED BUILDING TSS - POUCHES, BROCHURES, ETC.

1. ONLY ONE ENVELOPE OF COMPANY LITERATURE
RECEIVED WARSAW UP TO TIME OF MY DEPARTURE
JAN 13TH. IT CONTAINED BROCHURES OF MCCrackEN
CONCRETE PIPE. HAND CARRIED BROCHURES FOR ALL
FIRMS BUT TICON WERE DISTRIBUTED TO POLISH OFFICIALS.
 2. COMMERCIAL SECTION OF EMBASSY SOFIA HAS RECEIVED
NOTHING AT ALL BY POUCH -- ONLY OUR CABLE TRAFFIC. STRONGLY
RECOMMEND CAREFUL RE-EXAMINATION OF TPD/TDAD POUCHING
PROCEDURES IN LIGHT OF RUMOR THAT COMMO MAY BE
HOLDING PARCELS IN COMMERCE MANY DAYS UNTIL QUANTITY
DEEMED SUFFICIENT FOR A RUN TO STATE.
 3. GIVEN SUSPICIONS THAT SOME HAVE COME BY SURFACE
POUCH, I.E. BY SEA AND RAIL, DESPITE EXPENSE, RECOMMEND
ALL POUCHES BE SENT, AND CLEARLY MARKED, QUOTE
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- UNCLASSIFIED--AIR, (REPEAT AIR) POUCH UNQUOTE. EXCESS
WEIGHT AUTHORIZATION SHOULD BE OBTAINED WHERE NECESSARY.
RECOMMEND THAT ALL POUCHES, EVEN UNCLASSIFIED, BE
REGISTERED, SO THAT NUMBER AND DELAY CAN BE TRACED.
4. MCCrackEN ENVELOPE WAS FOUND IN ECONOMIC SECTION OF
EMBASSY WARSAW. FOR WARSAW TSSS PLEASE INDICATE CLEARLY

NAME OF TSS, AND QUOTE CARE OF DIRECTOR, US TRADE DEVELOPMENT CENTER UNQUOTE. FOR OTHER POSTS USE QUOTE TSS NAME, FOR COMMERCIAL SECTION UNQUOTE. UNLESS COMPANIES HAVE ALREADY AIR-FREIGHTED PRODUCT LITERATURE THROUGH THE NEW YORK SHIPPING OFFICE, SUGGEST ARMSTRONG, CONCRETE PIPE, AND SPANCRETE BE ENCOURAGED TO SEND 75 TO 150 COPIES OF BROCHURES PER POST, REPEAT, PER POST, TO WASHINGTON FOR FORWARDING BY AIR POUCH TO WARSAW, SOFIA, AND BUCHAREST.

5. ALTHOUGH MR. SHELLEY IS AVERSE TO WHOLESALE DISTRIBUTION OF HIS EXPENSIVE BOOKLETS, PLEASE ASK HIM OR HIS SECRETARY TO SEND AT LEAST ANOTHER 20 PER POST FOR FORWARDING. ALSO TELL SHELLEY THAT PER HIS INSTRUCTIONS, PIGGOT HAS RESERVED HIS ROOM AT THE HOTEL VICTORIA-INTERCONTINENTAL IN WARSAW EARLY, I.E., FROM SUNDAY NIGHT, MARCH 6, 1977-SINGLE W/BATH AT \$49.

6. PLEASE TELL MARSHALL HEMPHILL AT ARMSTRONG CORK THAT, CONTRARY TO ASSUMPTION IN MR. LLONSO'S LETTER OF DECEMBER 15TH, PIGGOT IS MAKING ALL HOTEL AND AIRLINE RESERVATIONS FOR THE GROUP (TO KEEP EVERYONE TOGETHER AND FACILITATE MOVEMENTS) FROM MARCH 8TH THROUGH 22ND. BOTH HEMPHILL AND GUNTER ROEPTIG HAVE SINGLE ROOMS WITH BATH AT \$49 EACH RESERVED IN WARSAW AT HOTEL VICTORIA STARTING TUESDAY, MARCH 8TH. SHOULD THEY WISH TO ARRIVE EARLIER, THEY SHOULD TELEX THE HOTEL VICTORIA - WARSAW 812516 FOR RESERVATIONS.

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7. PLEASE TELL MILO NIMMER OF SPANCRETE THAT HOST GOVERNMENT OFFICIALS MOST INTERESTED IN THEIR TECHNOLOGY, LOOK FORWARD TO THEIR SPEECHES AND TO MEETING AFTERWARD. POLISH ASSOCIATION OF CONCRETE INDUSTRY SPECIFICALLY ASKED THAT SPANCRETE TEAM COME PREPARED TO COMPARE SPANCRETE TECHNOLOGY AND EQUIPMENT WITH THAT OF CANADA'S SPIROLL CORP.; FINLAND'S ELEMATIC CO.; WEST GERMANY'S ROTH GMBH; AND U.S.'S SPANDEC CO., AND OTHER COMPETING SYSTEMS.

8. ROOMS HAVE BEEN RESERVED AT EACH STOP, EUROPEAN AIRLINE RESERVATIONS CONFIRMED, NAMES PRINTED IN EACH LOCAL LANGUAGE ON ABSTRACTS, PROGRAMS, INVITATIONS, AND GUEST LISTS, FOR BOTH, REPEAT BOTH, BOARD CHAIRMAN HENRY NAGY AND MR. NIMMER OF SPANCRETE. USDOC IS DELIGHTED AND HOPE BOTH WILL COME, BUT THEY SHOULD ADVISE HOTELS AND AIRLINES DIRECT -- AND KEEP COMMERCE FULLY INFORMED -- IF ONE OR OTHER HEREAFTER DECIDES NOT TO PARTICIPATE. COMMERCE SHOULD THEN IMMEDIATELY ADVISE CONTROL OFFICERS AT EACH

POST.

9. FOR REG BECKHAM/CHRIS LUCYK: POLISH CONCRETE ASSOCIATION ALSO ASKED IF USDOC COULD PERSUADE US COMPANIES WHO HAVE TECHNOLOGY FOR REINFORCING CONCRETE WITH SHORT (5 CM LONG, 0.5 TO 1 MM DIA.) PIECES OF GLASS FIBER, GRAPHITE, AND/OR STEEL COULD BE PERSUADED TO COME AND DESCRIBE THEIR PROCESS, ITS USES AND ADVANTAGES. YOU MAY WISH TO CHECK WITH BDC (BUREAU DOMESTIC COMMERCE) EXPERTS OR SOME OF CONCRETE ASSOCIATIONS IN DIRECTORY FOR DETAILS AND COMPANY NAMES/PHONE NUMBERS. IF REALLY ADVANCED TECHNOLOGY, CHECK WITH OEA BEFORE OFFERING DISCOUNTED PRICE PARTICIPATION ON VR TSS TOUR.

10. TICON CHECK IS BEING POUCHED FROM VIENNA TO WASHINGTON AND TICON LITERATURE IS ON WAY TO EACH POST,4
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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
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Control Number: n/a
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Decaption Note:
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Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
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Disposition Event:
Disposition History: n/a
Disposition Reason:
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Document Unique ID: 00
Drafter: n/a
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Executive Order: N/A
Errors: N/A
Expiration:
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Format: TEL
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Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3580256
Secure: OPEN
Status: NATIVE
Subject: AUTOMATED BUILDING TSS - POUCHES, BROCHURES, ETC.
TAGS: BEXP, BU
To: COM
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/0fc8f2d8-c288-dd11-92da-001cc4696bcc
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